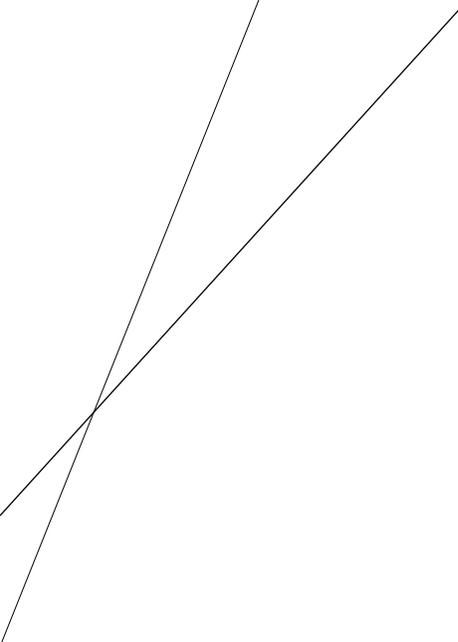


# VERMONT SENATE BILL 18

V.J. Mayor



# KEY POINTS

## Cross Border Sales

History shows us that enacting tobacco flavor bans at the state level only leads to one thing, cross border sales.

## Illicit Sales

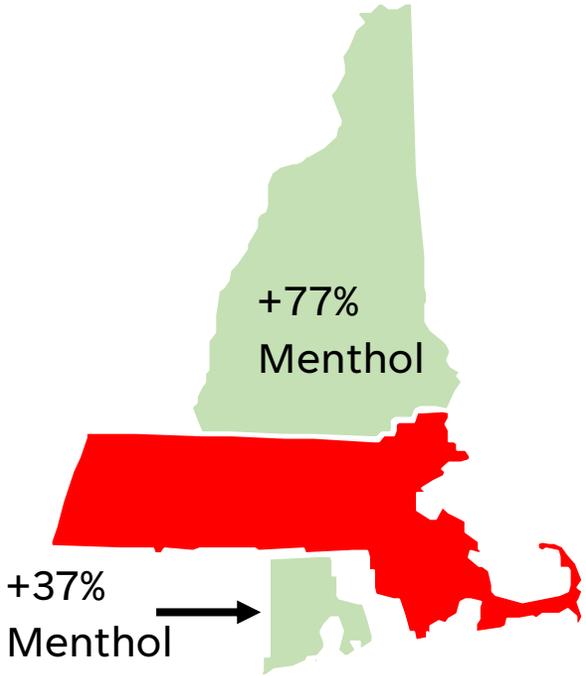
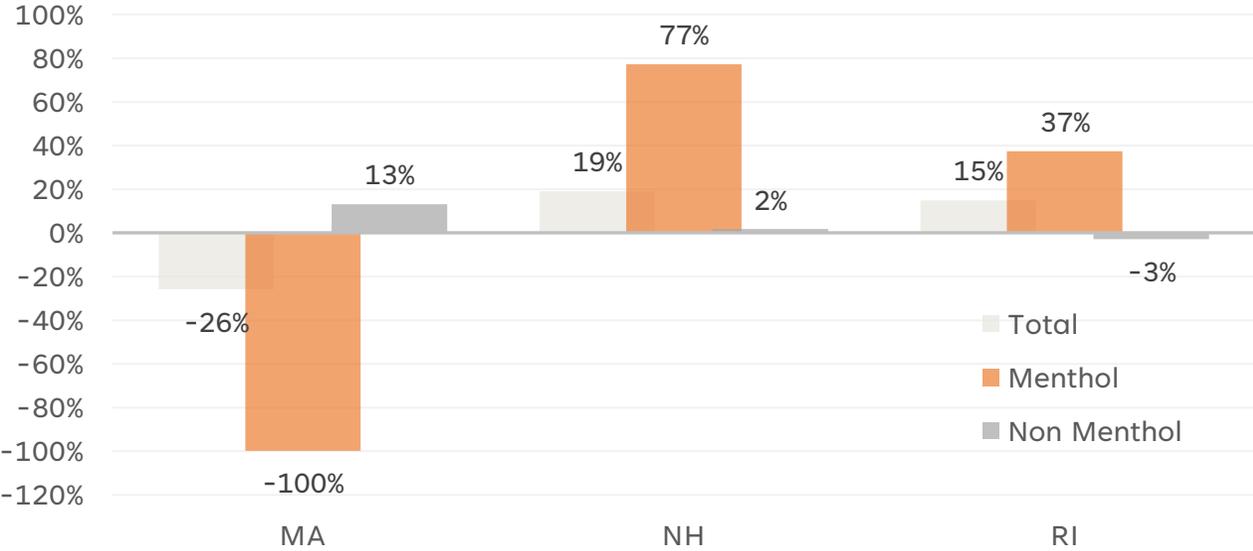
Enacting this bill will drive sales to the illicit market that is dangerous for both retailers and adult tobacco consumers.

## Harmful to Small Businesses

Enacting this bill will detrimentally harm family owned, tax paying, and community engaged small businesses.

# CROSS BORDER SALES CIGARETTES

## Cigarette Volume Change FY 2019 vs 2021



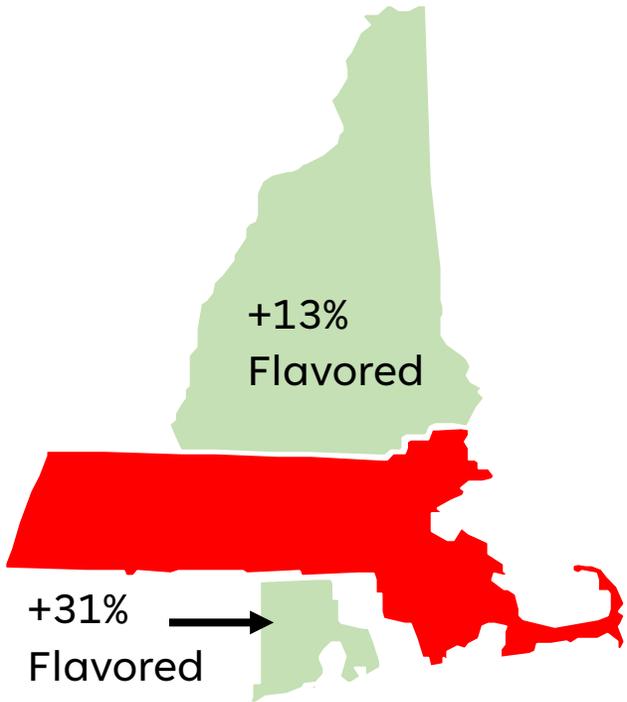
Massachusetts was the first state to pass a ban on all flavored tobacco products.

**+17 MILLION** more menthol packs sold in NH and RI

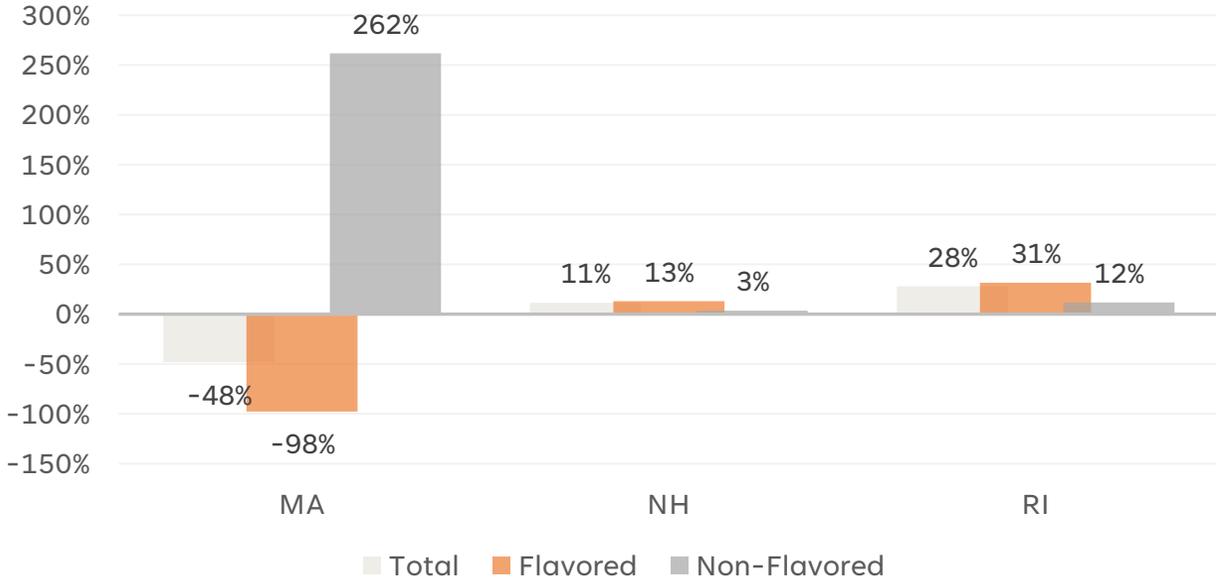
Source: MSAI Shipments to Retail

# CROSS BORDER SALES MOIST SNUFF/DIP

Massachusetts was the first state to pass a ban on all flavored tobacco products.



Dip % Volume Change: FY 2019 vs FY 2021



Source: MSAI Shipments to Retail

# ILLICIT SALES

*“Many Massachusetts residents are still smoking menthols; they’re just buying them from a different state. It has also dramatically reduced the state’s tax revenue, and that’s a rough combination for Massachusetts.”<sup>4</sup>*

*-Simha Mummalaneni, Ph.D. University of Washington*

## Mass. flavored smoke ban fuels cross-border smuggling

By Christian M. Wade | Statehouse Reporter Dec 19, 2022

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BOSTON — Massachusetts banned the sale of flavored and menthol cigarettes and vaping products several years ago, but those products are still getting into the state through the underground market.

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### PRESS RELEASE

## 25 Individuals Charged in Rocky Mount Cigarette Smuggling and Money Laundering Operation

Friday, November 5, 2021

For Immediate Release

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### PRESS RELEASE

## Sharon Man Charged in Connection with Major Illegal Tobacco Operation

Defendant Sold Tens of Thousands of Dollars of Untaxed Tobacco Products in Worcester, Norfolk, Plymouth Counties

FOR IMMEDIATE RELEASE:

10/07/2020

Office of Attorney General Maura Healey

**BOSTON** — Attorney General Maura Healey announced today that a Sharon man has been arrested and charged in connection with an ongoing scheme to illegally sell tobacco products across the state.

### MEDIA CONTACT

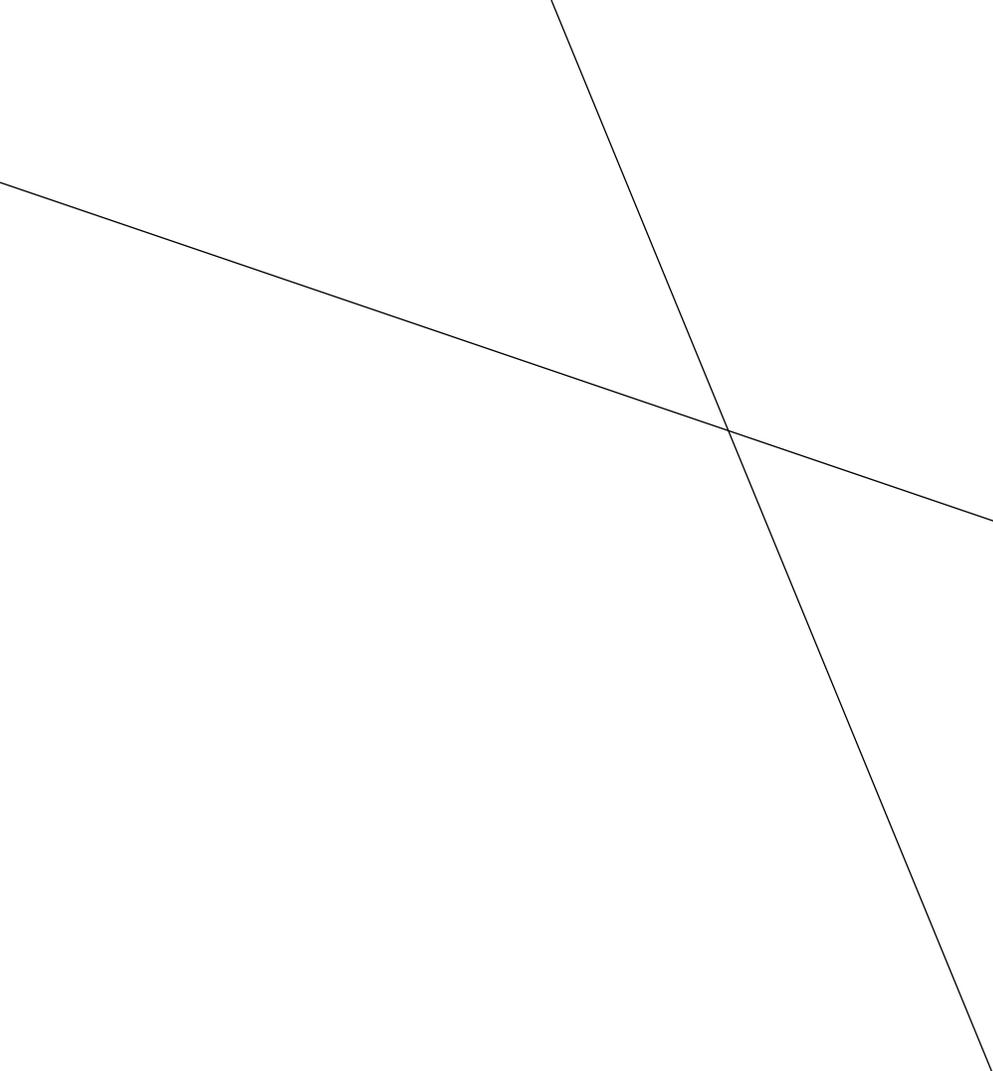
**Alex Bradley**

 Phone

(617) 727-2543

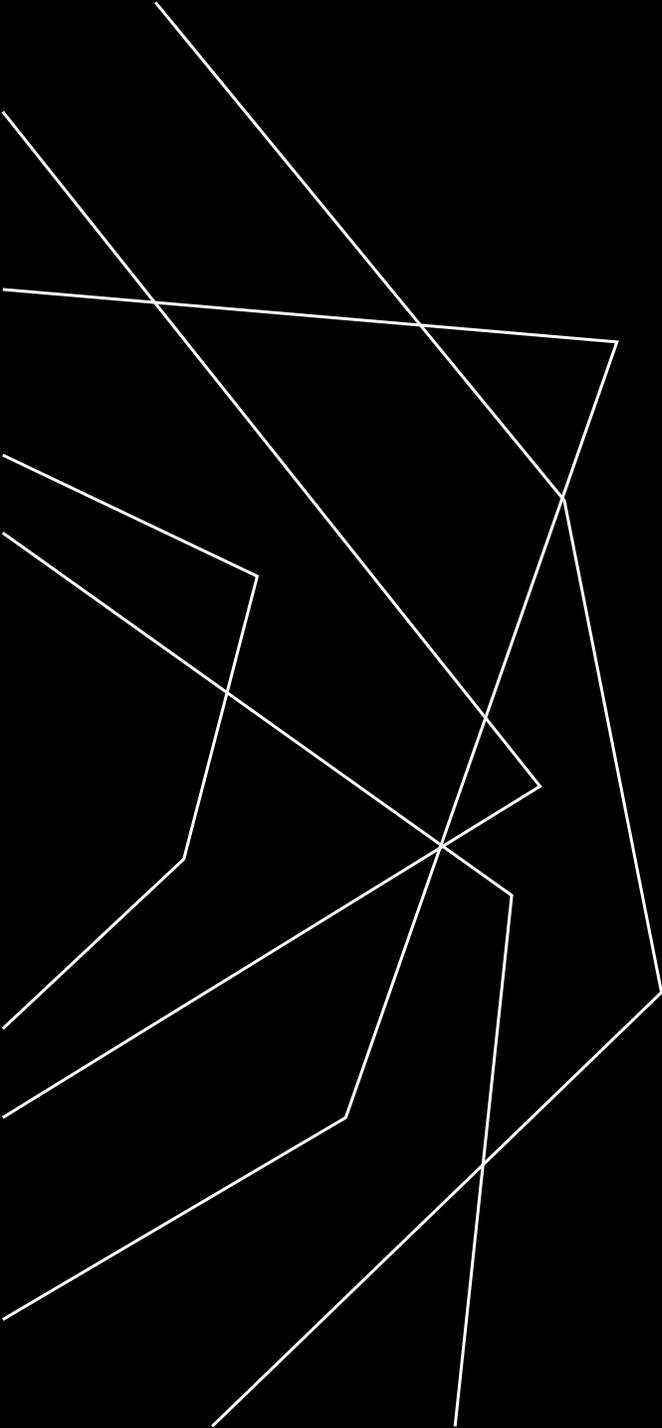
 Online

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# SUMMARY

Enacting SB 18 will force consumers across state lines or into the illicit market robbing Vermont of tax revenue or worse forcing consumers into an illicit market.



# THANK YOU

V.J. Mayor

Northeast Wholesalers Association